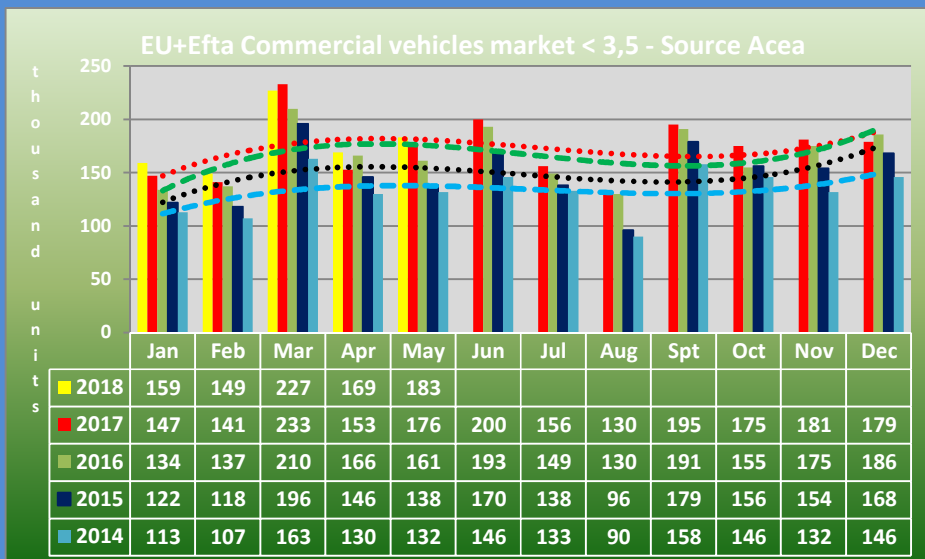


Torino, June 28, 2018

European Market for Commercial vehicles and trucks - May 2018

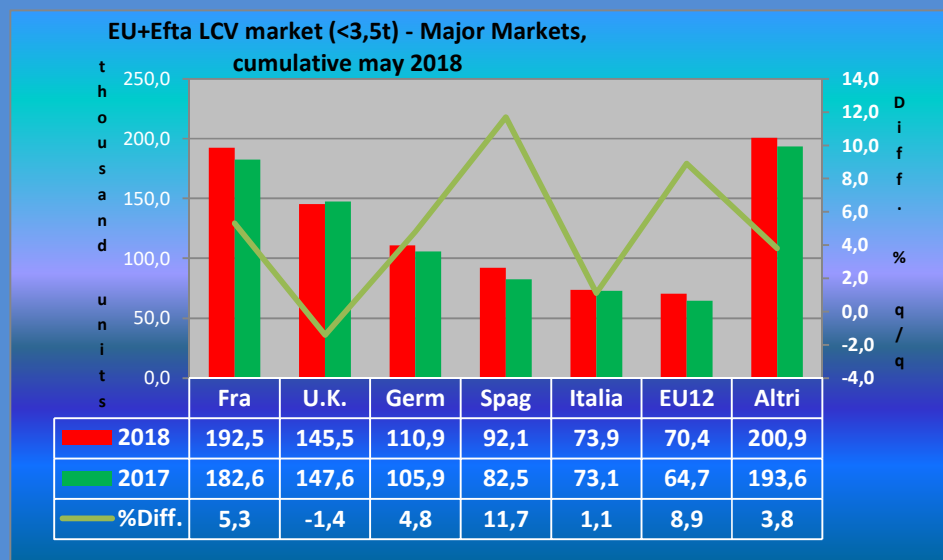
Back to more modest trend of the market for commercial vehicles (< 3.5): + 4% in the month with 182,681 units registered. In the first five months the market increased by 4.3% with 886,181 registered units.



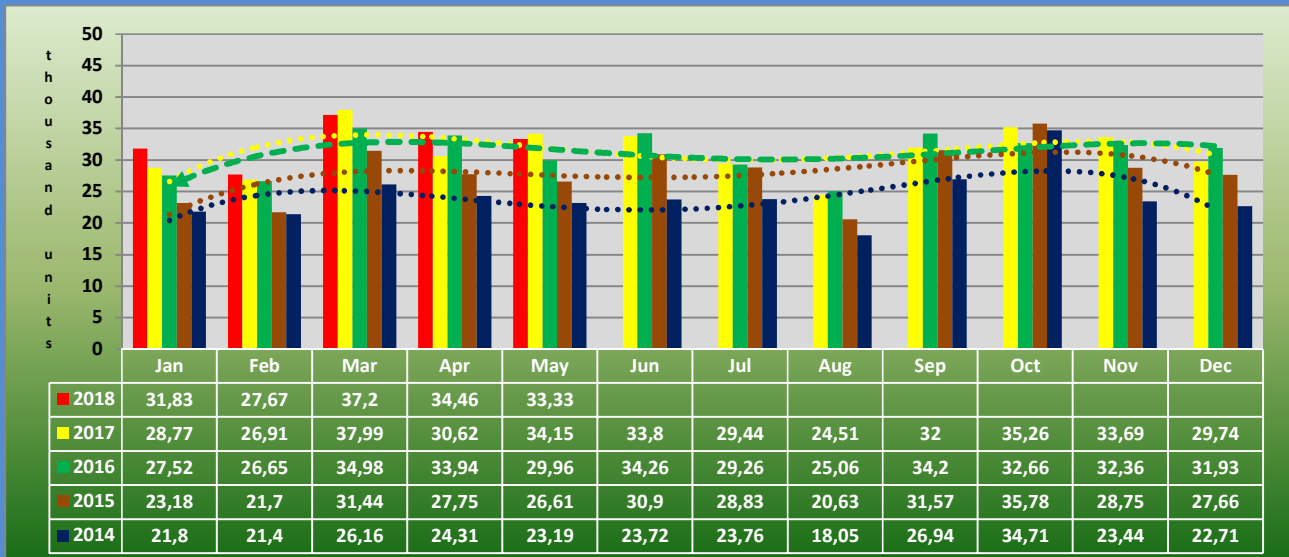
Among the major markets rises Spain with a + 9.3%, followed by the UE12 with + 6.7% and Germany together with Great Britain with + 2.4%. France rises 1.8%. Italy falls by 2% and the EFTA zone by 3.9%. On average the results in most of the countries of northern Europe.

In the cumulated of the first 5 months decidedly positive the results of Spain, raised by 11.7%.

Follow the UE12 (+ 8.9%) [mainly thanks to Hungary, +17.2% and Romania (+ 8%)], France with + 5.3%, Germany (+ 4.8%), and Italy (+ 1.1%). The EFTA zone rises by 2% while Britain loses 1.4%. In the ranking of major markets, Britain remains in second place, ahead of Germany.

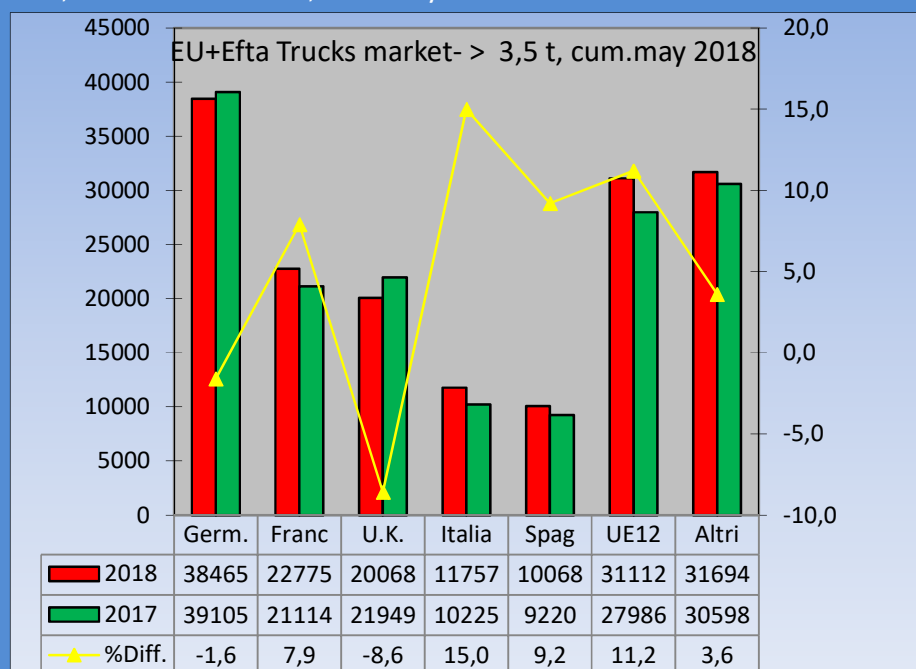


Drops instead the rate of demand for trucks (> 3.5), with a decrease of 2.4% in May. In the cumulative of the first 5 months, the European market (EU + EFTA) reduced its growth to 3.6%.

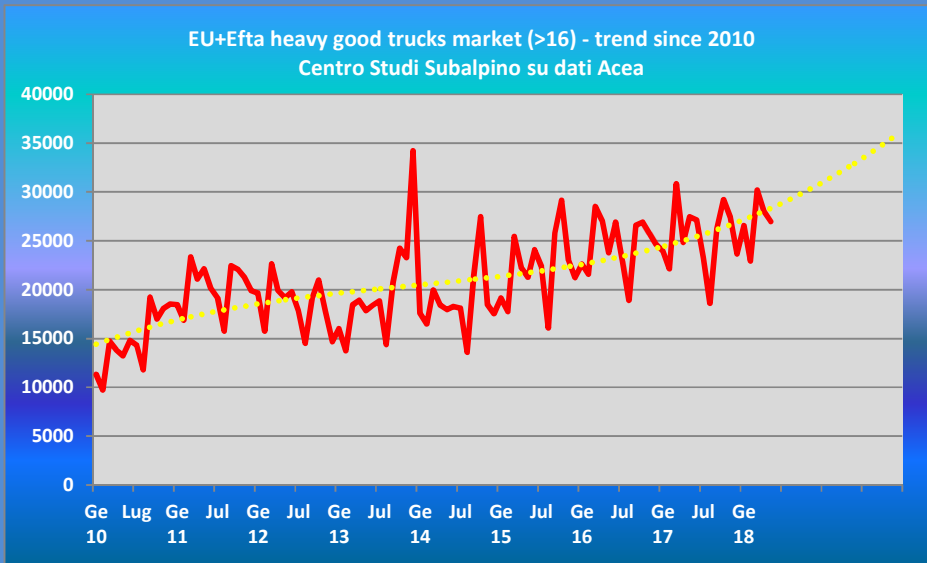


In evidence the results of Italy, with an increase of 15%. Follow at a distance France (+ 3.1%) and Spain (+ 2%). The EU12 loses 0.1%, the Efta area 6.4%, Germany 6.5% and Great Britain 14.4%.

In the cumulative of the first five months the best percentage result is of Italy, with a + 15%, followed by the EU12 which records a + 11.2% [mainly thanks to Hungary (+ 27.9%) and Poland (+ 14.9%)], from Spain (+ 9.2%), from France (+ 7.9%) and the Efta area (+ 5.5%). Germany loses 1.6% and Great Britain 8.6%.



In parallel, the trend of demand for trucks in the heavy goods sector (> 16t) also falls: In May-2.7%, with 26,980 units registered. In the cumulated of the first five months the demand increased by 4%.



Positive results in Italy (+ 13.8%) and also good in Spain (+ 4.7%) and in France (+ 4.2%). The EU12 drops by 0.3%, Germany by 4.7% and the Efta area of 12.6%. Always in crisis the UK market loses 22.3%. On average most of the countries in northern Europe.

Cumulatively in the first five months the best result is that of Italy, which grew by 17.9%,

followed by the UE12 with a + 11.2% [mainly thanks to Hungary (+ 28.8%) and Poland (+ 15.3%)], from France, raised by 9.8%, and Spain (+ 9.2%). The Efta area did not grow on last year, Germany lost 1.3%, and Britain fell by 10.2%. Under the average the results of most of the countries of northern Europe.

